



Doing Business With The Navy



**CAPT Marion Eggenberger SC, USN
Executive Officer
Deputy Assistant Secretary of the Navy
(Acquisition & Logistics Management)**

April 24, 2007



DoN Acquisition Home Page



Department of the NAVY
Research, Development & Acquisition

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Acquisition One Source

This information is made available to support the broad acquisition workforce (DAWIA, other government, and industry) with the authoritative information and support they may need.

Select from one of the following to get more information:

- [Business Opportunities](#)
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*Office of the Assistant Secretary of the Navy (Research, Development and Acquisition)
1000 Navy Pentagon, Washington, DC 20350-1000*

This is an official U.S. Navy web site (GILS Number: 001883).

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Webmaster*

http://acquisition.navy.mil/acquisition_one_source



Agenda

- Navy Acquisition Environment
- Small Business Trends
- How to Market Your Business
- Points of Contact
- Summary

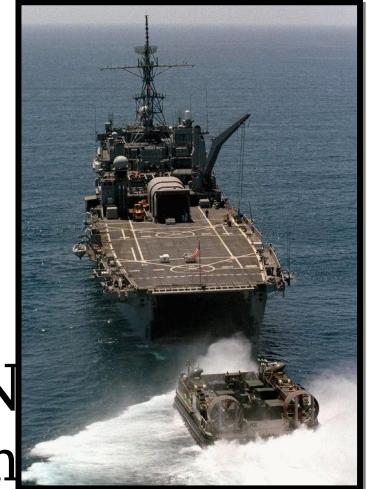


Navy Acquisition Environment Transforming for War on Terror

- Navy platforms are inherently flexible
 - Must buy smarter
 - Build with the future in mind
 - Meet CNO's Objectives



- Navy Expeditionary Combat Command (NECC)
 - Combines 40k Sailors from 9 different commands
 - Navy Coastal Warfare; Riverine; EOD; Logistics Support
 - SEABEE's; Maritime Civil Affairs; Combat Readiness Center
 - Expeditionary Security Force; Expeditionary Training Team



- 11,000 Sailors serving *ashore* in 27 Middle East countries
 - Over 4,000 Sailors in Iraq

More Sailors are serving ashore than afloat in CENTCOM AOR

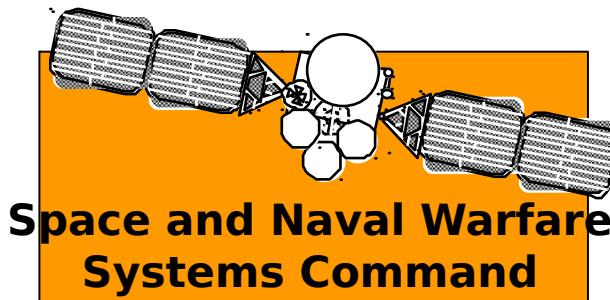


Major Navy Buying Commands



Director of NAVAIR Small Business
Phone: (301) 757-9044
Fax: (301) 757-9093

www.navair.navy.mil

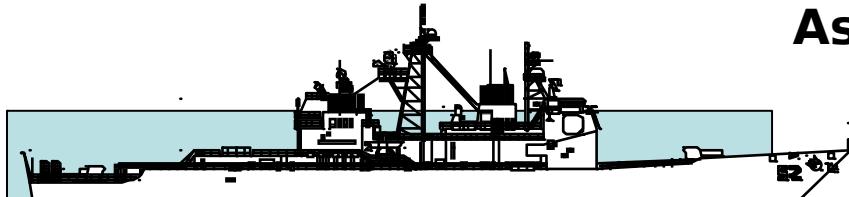


Director of Small Business Program
Phone: (619) 524-7701
Fax: (619) 524-3165

<https://e-commerce.spawar.navy.mil>



Major Navy Buying Commands

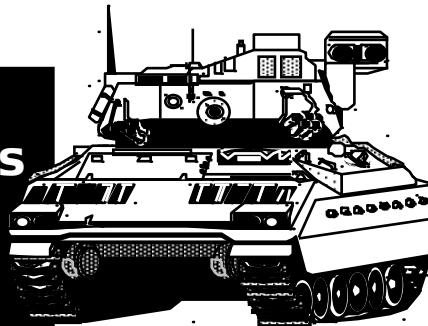


Naval Sea Systems Command

Associate Director of Small Business
Phone: (202) 781-3965
Fax: (202) 781-4772

www.navsea.navy.mil

|



Associate Director of Small Business
Phone: (703) 432-3950
Fax: (703) 432-3535

www.marcorsyscom.usmc.mil



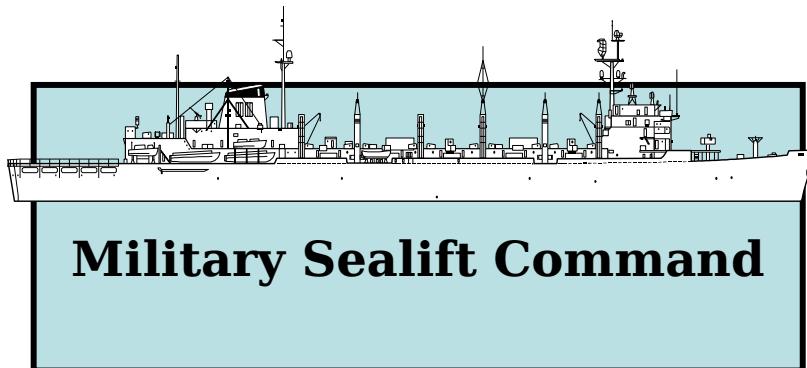
Major Navy Buying Commands



**Naval Facilities
Engineering Command**

Associate Director of Small Business
Phone: (202) 685-9129
Fax: (202) 685-1485

www.navfac.navy.mil



Military Sealift Command

**Associate Director of Small
Business**
Phone: (202) 685-5565
Fax: (202) 685-5515

[www.msc.navy.
mil](http://www.msc.navy.mil)



Major Navy Buying Commands



Associate Director of Small Business
Phone: 703-696-4511
Fax: 703-696-4430

www.onr.navy.mil



**Associate Director of Small
Business**
Phone: (717) 605-3575
Fax: (717) 605-1102

www.navsup.navy.mil



Resale Opportunities



Exchanges



www.aafes.com



www.navy-nex.com



<http://www.usmc-mccs.org/buspartners/re>



Defense Commissary Agency (DECA)

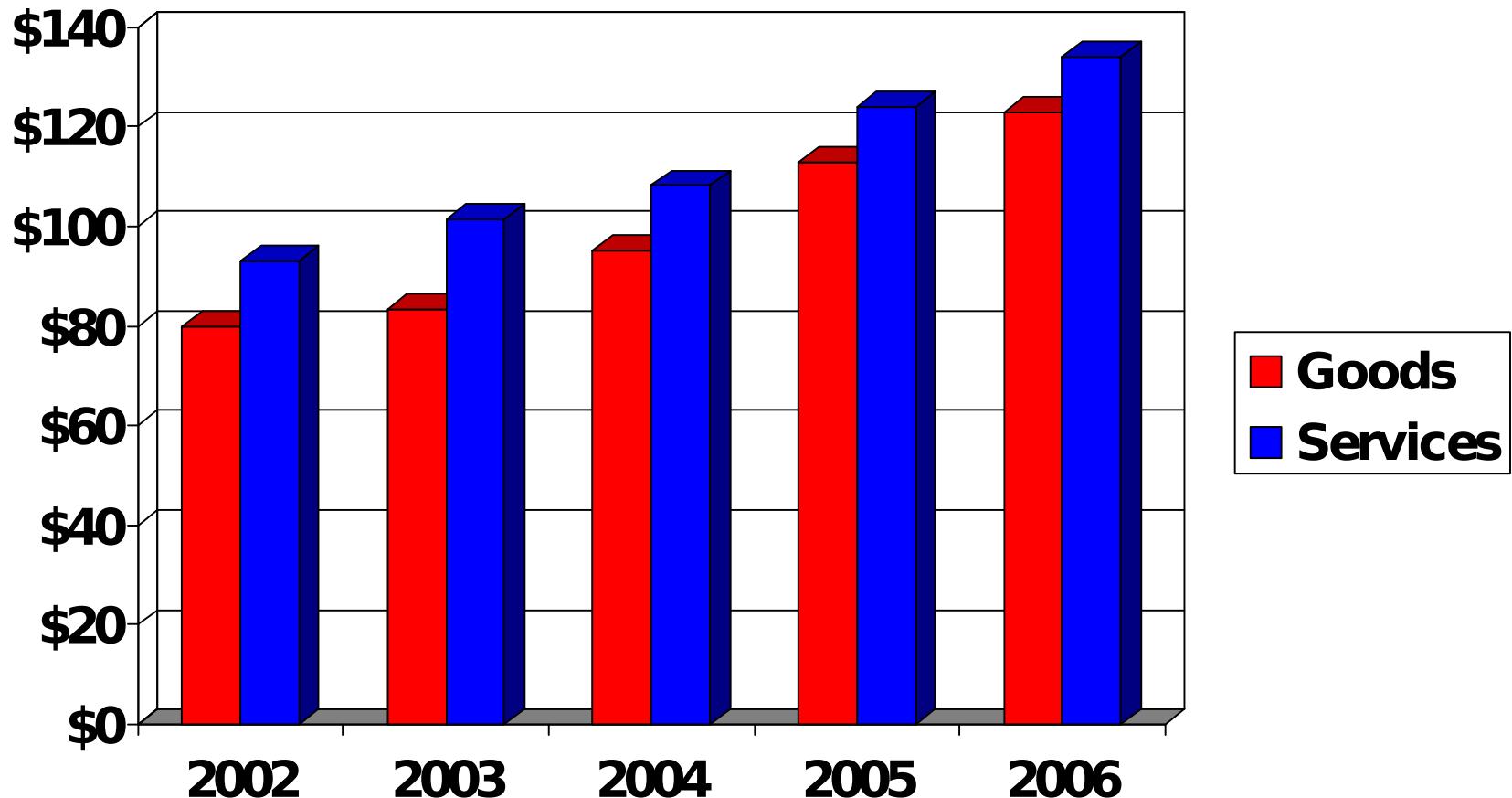


www.commissaries.com/



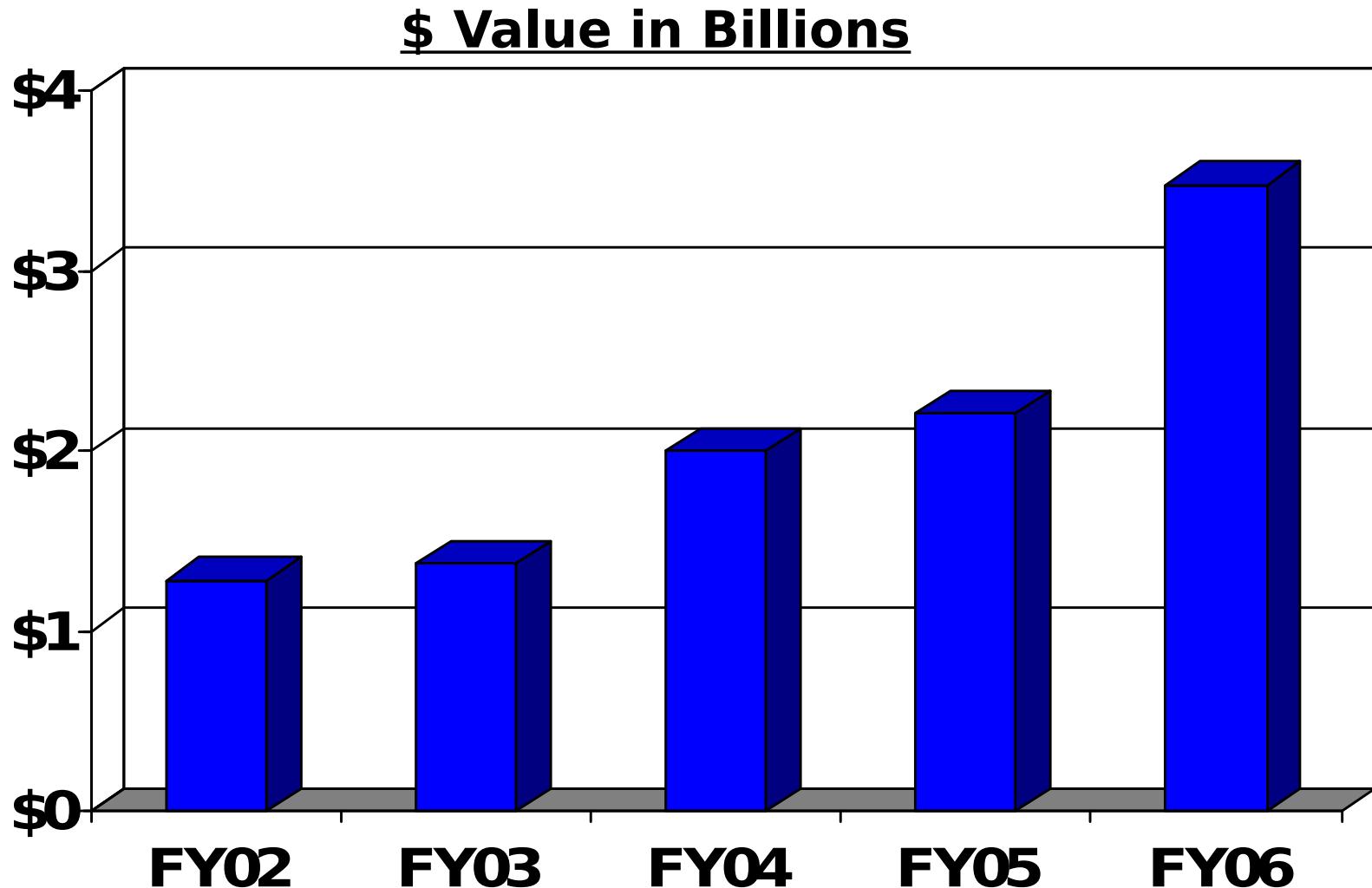
DoD Expenditures in the U.S. Trend of Goods and Services

\$ Value in Billions



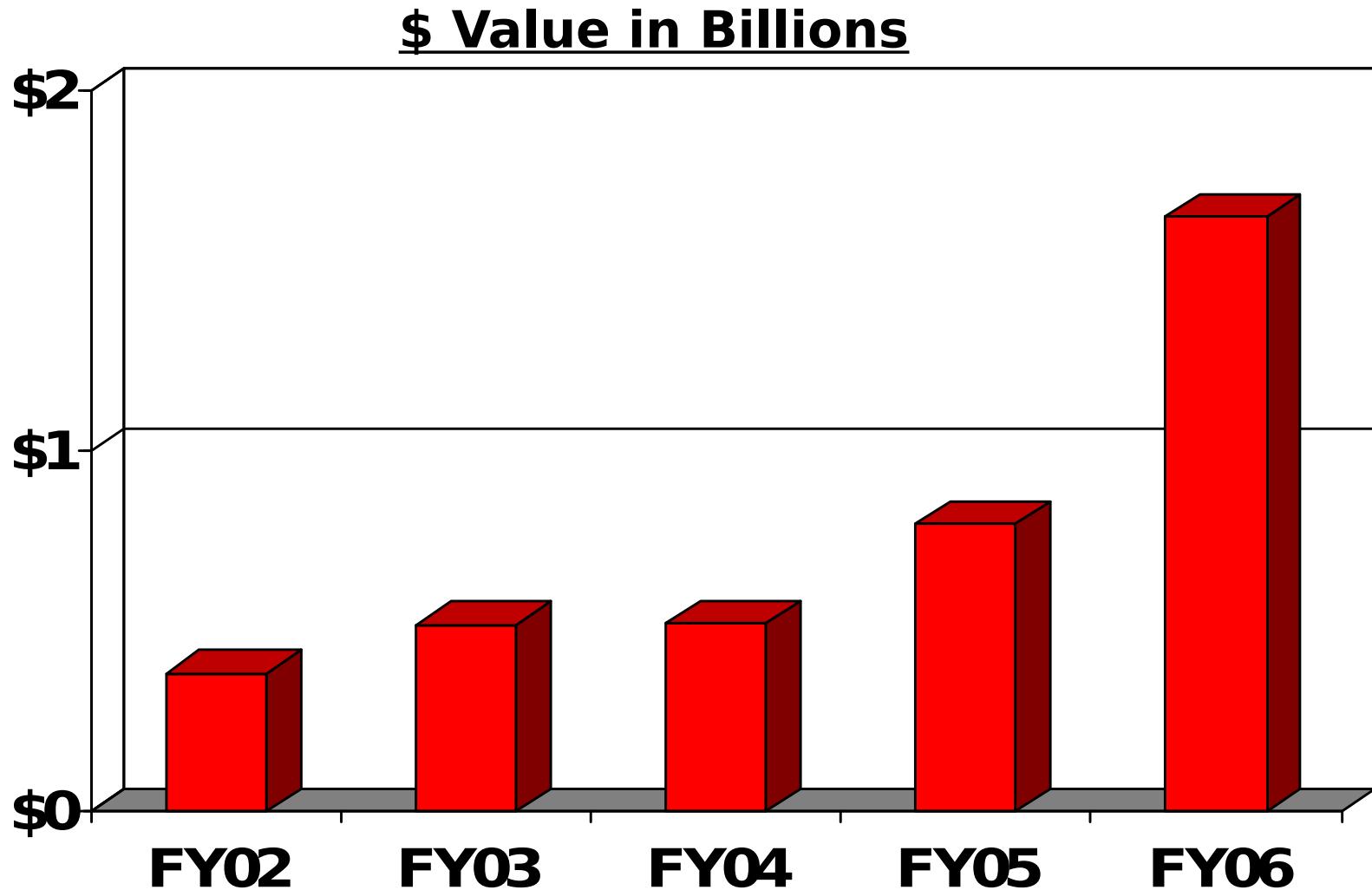


DoD Large Business Contracts in Louisiana





DoD Small Business Contracts in Louisiana





DoD Top Ten Businesses in Louisiana

LARGE BUSINESS

NORTHROP GRUMMAN SHIP SYSTEMS
306M

BOH BROS CONSTRUCTION CO, LLC
139M

SHAW ENVIRONMENTAL, INC 52M

JAMES CONSTRUCTION GROUP LLC 49M

BEAN STUYVESANT LLC 18M

C&S CONSULTANTS INC/CITYWIDE 18M

JULIEN.CITYWIDE, LLC 18M

CLARK CONSTRUCTION ENTERPRISES 16M

WELLSTONE APPAREL LLC 16M

EVANS-GRAVES ENGINEERS, INC 14M



SMALL BUSINESS



CALCASIEU REFINING COMPANY INC
251M

PLACID REFINING COMPANY LLC 146M

M R PITTMAN GROUP LLC 69M

INFORMATION TECHNOLOGY SYSTEMS 41M

BOLLINGER/INCAT USA, LLC 37M

B & K CONSTRUCTION CO INC 33M

MIKE HOOKS, INC 30M

BOH ENVIRONMENTAL LLC 29M

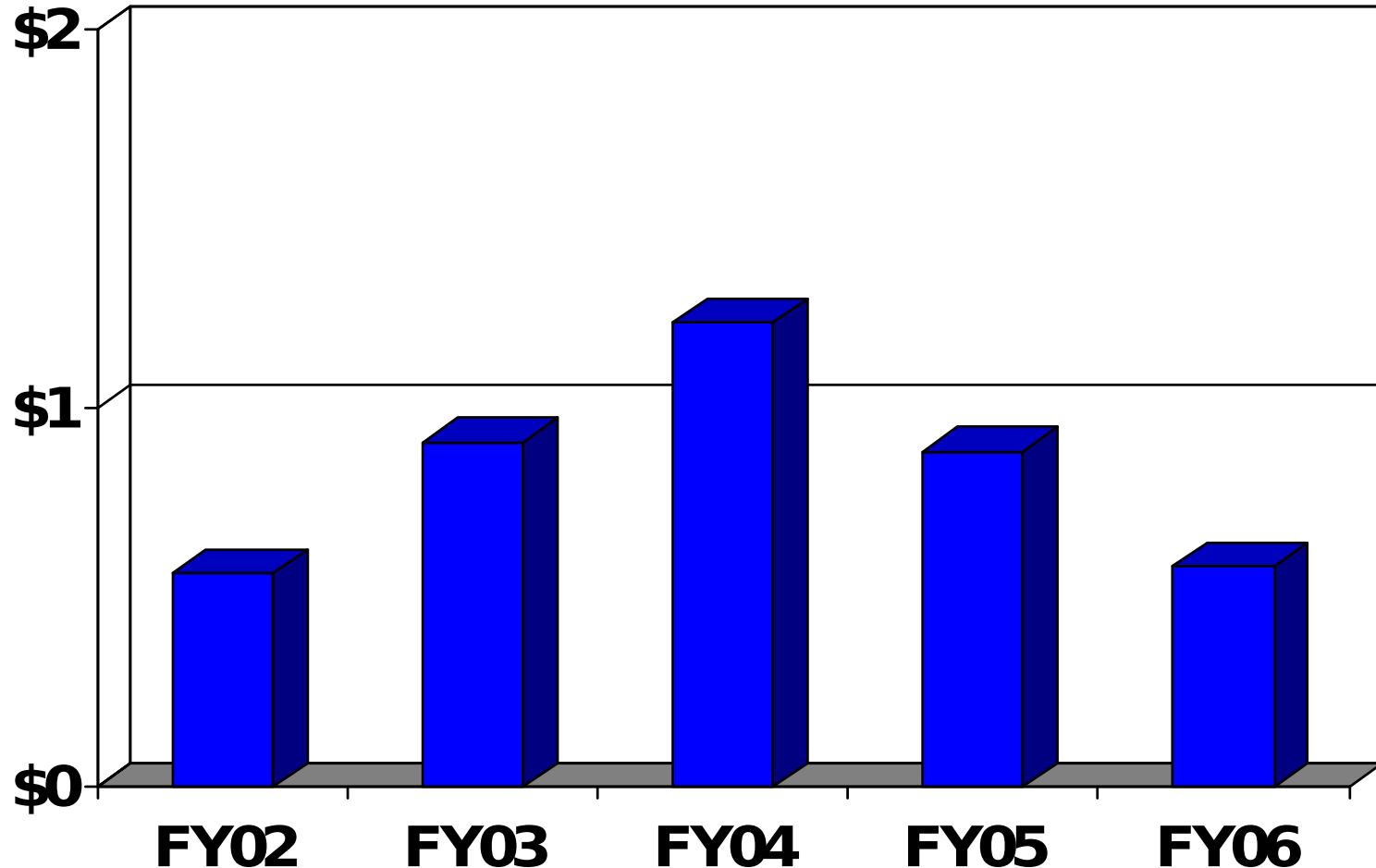
LL & G CONSTRUCTION INC 26M

BERTUCCI CONTRACTING CORPORATION 28M



DoN Large Business Contracts in Louisiana

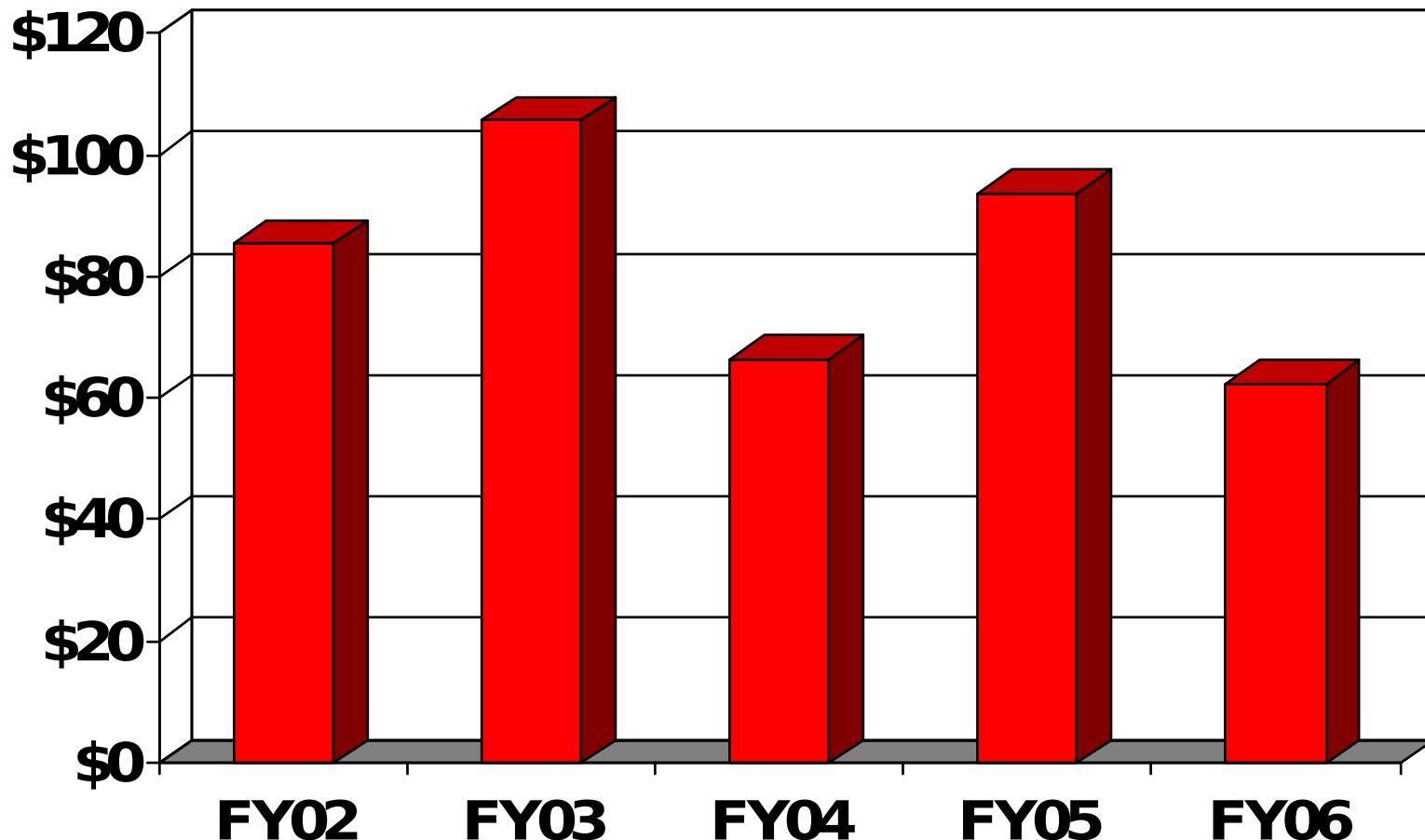
\$ Value in Billions





DoN Small Business Contracts in Louisiana

\$ Value in Millions





Top 10 DoN Businesses In Louisiana

SMALL BUSINESS



WATERMAN STEAMSHIP CORPORATION	20.6M
BOLLINGER/INCAT USA, LLC	19.6M
OMNI TECHNOLOGIES, INC	2.7M
VIOLET DOCK PORT, INC LLC	2.5M
NEPTUNE SCIENCES INC	2.3M
ERCON CORPORATION	2.1M
SWIFTSIPS INC	1.9M
VIKING INC	1.9M
HUGHES MACHINE SHOP, INC	1.4M
DIVERSIFIED GROUP LLC	1.3M

LARGE BUSINESS

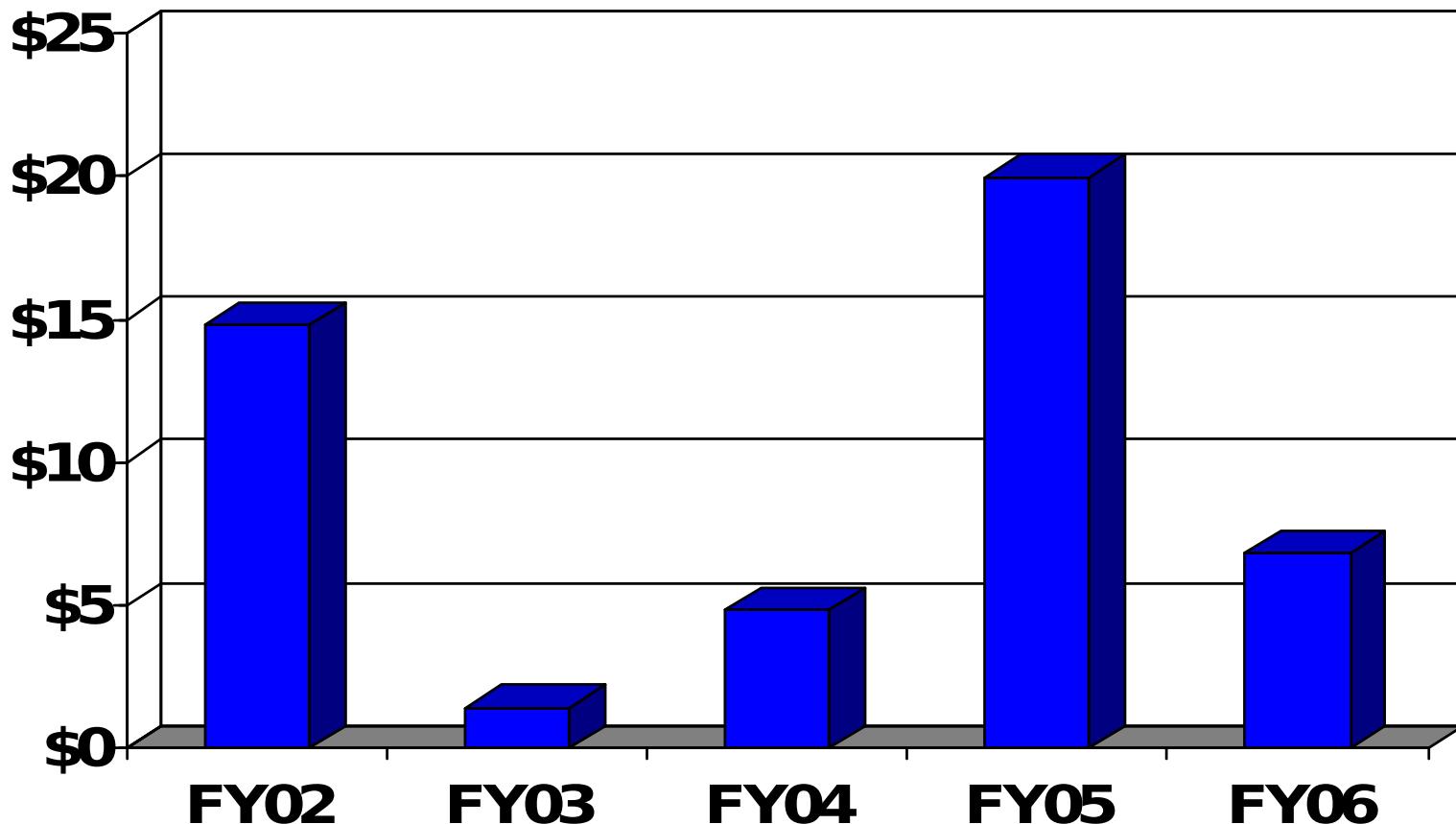
NORTHROP GRUMMAN SHIP SYSTEMS	306.5M
SCIENCE AND ENGINEERING ASSOCI	16.6M
WALTON CONSTRUCTION COMPANY	8.3M
CHOUEST, EDISON OFFSHORE LLC	8.0M
ROLLS-ROYCE COMMERCIAL MARINE	2.5M
TEXTRON INC	2.0M
FUGRO CHANCE INC	.8M
L-3 COMMUNICATIONS WESTWOOD CO	.5M
LOEWS HOTELS HOLDING CORP	.3M
MARRIOTT INTERNATIONAL INC	.2M





DoD Large Business Contracts in Louisiana's 4TH District

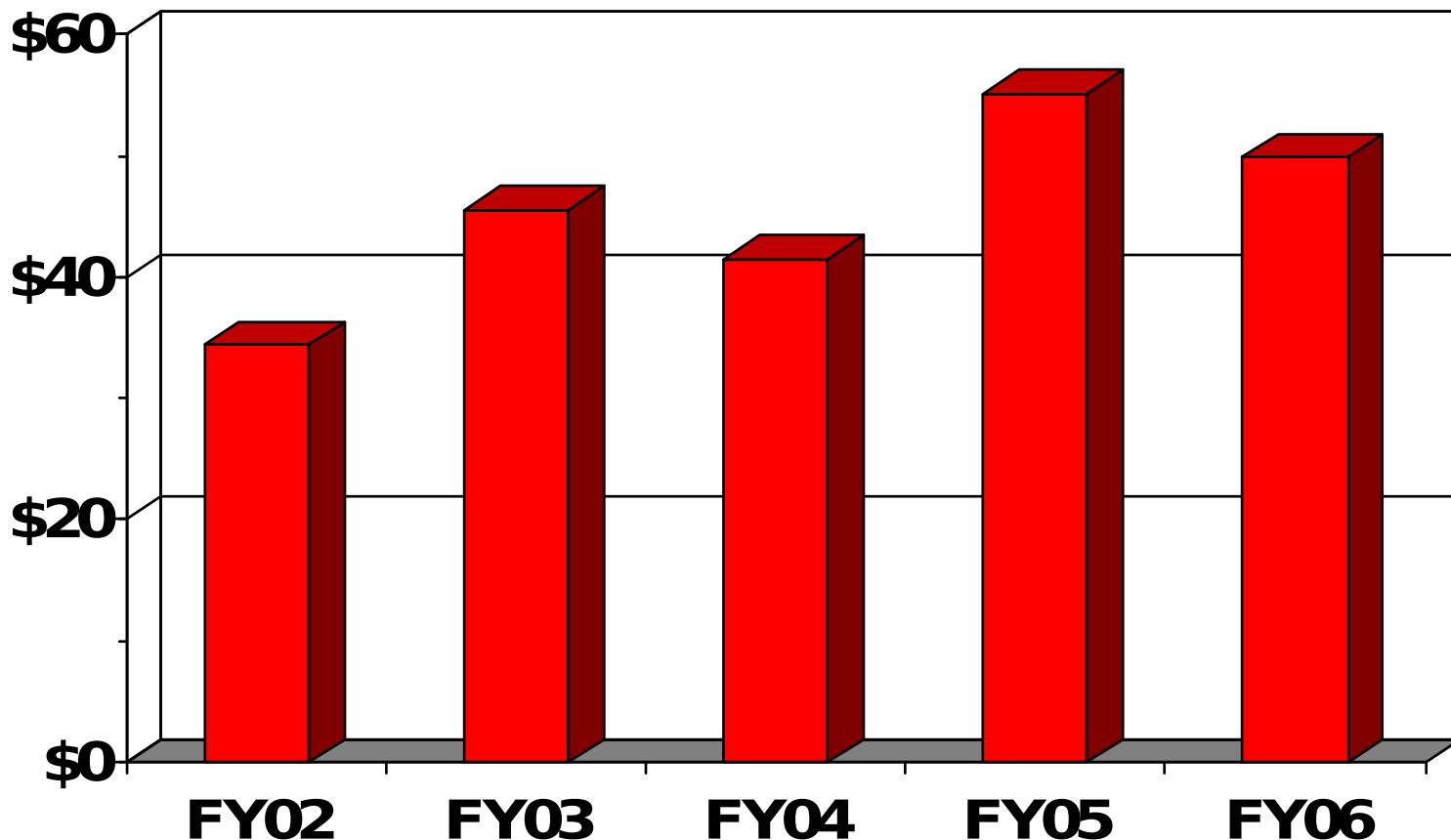
\$ Value in Millions





DoD Small Business Contracts in Louisiana's 4TH District

\$ Value in Millions





DoD FY06 Top Ten Businesses in Louisiana 4th District

LARGE BUSINESS

SMALL BUSINESS

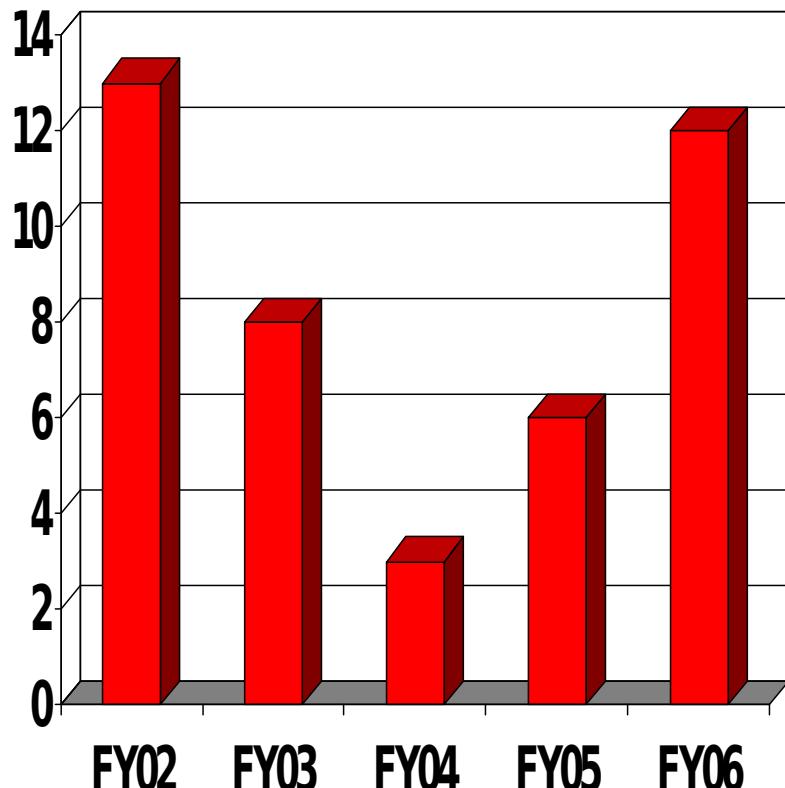
SOUTHWESTERN ELECTRIC POWER CO	3.6M	TANNER HEAVY EQUIPMENT COMPANY	6.4M
CLECO CORPORATION	1.1M	MILITARY TRUCK PARTS, INC	6.0M
COCA-COLA BOTTLING SHREVEPORT	800K	HOPE CONTRACTORS OF SHREVEPORT	5.2M
COCA-COLA BOTTLING LEESVILLE	601K	M T P DRIVETRAIN SERVICES LLC	5.1M
ENTERPRISE RENT-A-CAR COMPANY	210K	KAN CONTRACTING INC	4.4M
WALTON CONSTRUCTION COMPANY, LLC	169K	HALL BUILDERS, INC	3.7M
COX COMMUNICATIONS, INC	61K	APECK CONSTRUCTION INC	2.8M
TETRA TECH, INC	40K	HENDERSON CONSTRUCTION SERVICE	2.6M
FRYMASTER/DEAN	34K	SHILOH CONTRACTORS, INC	1.7M
CASCO INDUSTRIES INC	31K	ROBERTS CAMPER SALES & PORTABLE	1.1M



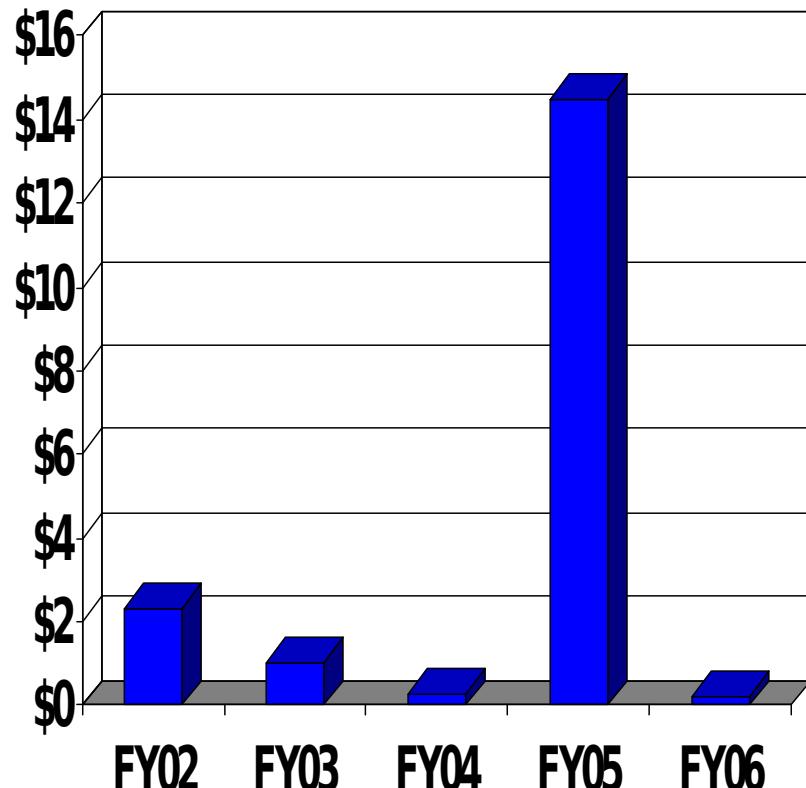


DoN Large Business Contracts in Louisiana's 4th District

Number of Awards



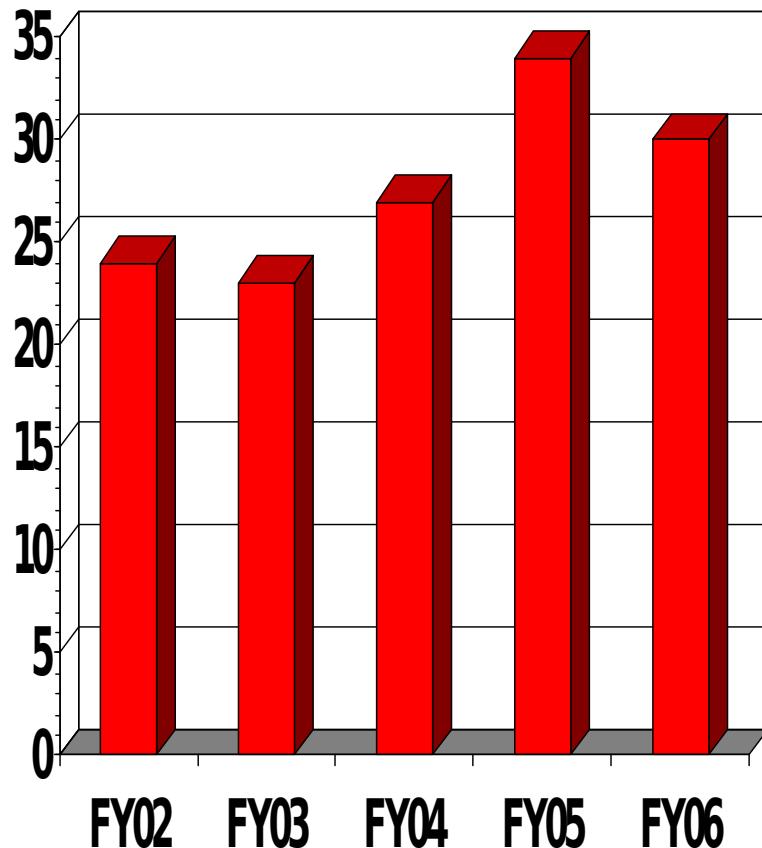
Dollars (M)



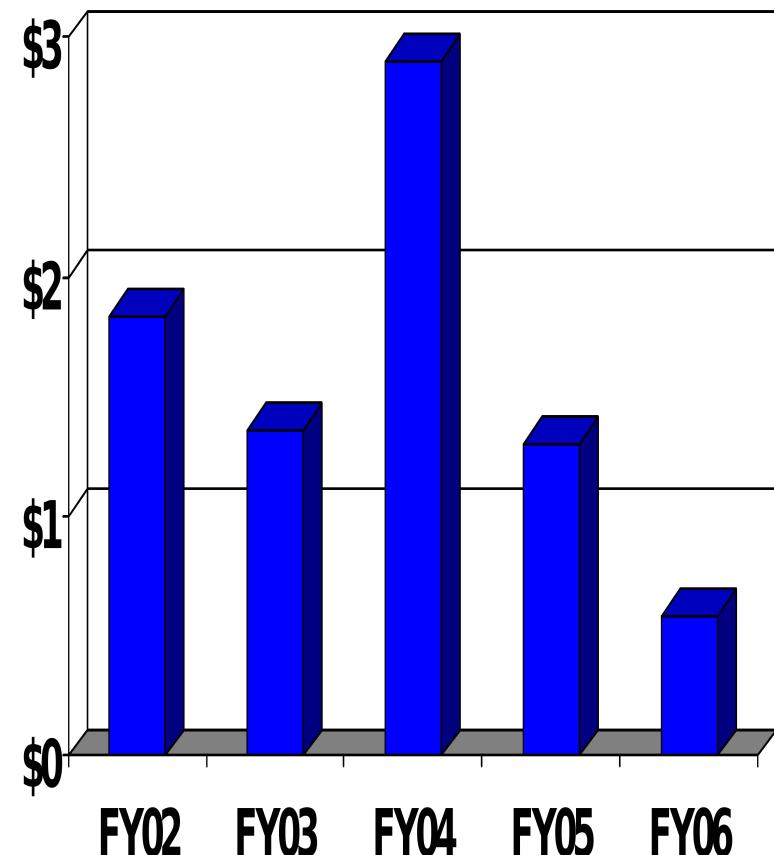


DoN Small Business Contracts in Louisiana's 4th District

Number of Awards



Dollars (M)





DoN Top Ten Businesses in District 4

LARGE BUSINESSES

WALTON CONSTRUCTION COMPANY
169K

FRYMASTER/DEAN 22K

SULLIVAN & SONS INC 6K

FITZGERALD CONTRACTORS INC 2K



SMALL BUSINESSES

M T P DRIVETRAIN SERVICES LLC
191K

KAN CONTRACTING INC
119K

GATE MEDICALS, LLC 79K

MAXIM EVAPORATORS, INC 68K

HEAVY DUTY ENTERPRISES, INC 29K

FRACTURE DIAGNOSTIC INC 20K

ZERWAY GROUP, INC 15K

NORTHSTAR STUDY GUIDES, INC 10K

BAKER MANUFACTURING COMPANY 8K

LOUISIANA LIFTAND EQP INC 7K



How To Market Your Business

- Register Your Firm And Products
- Get Acquainted With The Procedures
- Learn About the Marketplace
- Find Specific Opportunities
- Make It Easy For Customers
- Learn About
Special Programs
- Seek Assistance





Register Your Firm and Products

- ◆ **Register Your Company**
- ✓ **Obtain Data Universal Numbering Systems (DUNS)**
 - http://www.dnb.com/US/duns_update/index.html
- ✓ **Obtain Commercial and Government Entity (CAGE) Code**
 - <http://www.dlis.dla.mil/cageserv.asp>
- ✓ **Register in the DoD Central Contractor Registration (CCR) System**
 - <http://www.ccr.gov>
- ✓ **Federal Supply Classification Code (FSC)**
 - <http://www.usabid.com/resources/tables/pscs/>
- ✓ **North American Industry Classification System (NAICS)**



Get Acquainted with the Procedures

- ✓ **Federal Acquisition Regulation (FAR)**
 - <http://www.acqnet.gov/FAR/>
- ✓ **Defense Federal Acquisition Regulation Supplement (DFARS)**
 - <http://www.acq.osd.mil/dpap/dars/dfars/index.htm>
- ✓ **Navy Marine Corps Acquisition Regulation Supplement (NMCARS)**
 - http://acquisition.navy.mil/policy_and_guidance/nmcars_



Learn About the ~~Marketplace~~

✓ **Buying Commands**

✓ **Other Navy**

□ www.hq.navy.mil/sadbu/HCA.htm

✓ **Other Services**

□ www.sellingtoarmy.info

□ www.selltoairforce.org

✓ **DoD**

□ <http://>

✓ www.acq.osd.mil/kodp/publications/sbs/sbs.htm
Purchased

□ <http://permanent.access.gpo.gov/PS57820/>

www.acq.osd.mil/sadbu/doing_business/index.htm



Find Specific Opportunities

- ✓ **Navy Electronic Commerce Online (NECO)**

- <https://www.neco.navy.mil>

- ✓ **Federal/DoD Business Opportunities**

- <https://www.fedbizopps.gov/main/>



- ✓ **<https://progate.daps.dla.mil/home/> Subcontracting Resources**



- <http://www.acq.osd.mil/osbp/doing-business/index.htm>



Make It Easy For Your Customers

✓ **Federal Supply Services (FSS)**

❑ [http://www.gsa.gov/Portal/gsa/ep/channelView.do?
pageTypeId=8199&channelId=-13263](http://www.gsa.gov/Portal/gsa/ep/channelView.do?pageTypeId=8199&channelId=-13263)

✓ **Government Charge Card Program**

❑ [http://www.gsa.gov/Portal/gsa/ep/channelView.d
o?pageTypeId=8211&channelPage=%2Fep
%2Fchannel
%2FgsaOverview.jsp&channelId=-12984](http://www.gsa.gov/Portal/gsa/ep/channelView.d
o?pageTypeId=8211&channelPage=%2Fep
%2Fchannel
%2FgsaOverview.jsp&channelId=-12984)

>Using GSA > GSA SmartPay



Small Business Emphasis Programs

- ✓ **Mentor-Protégé**
- ✓ **Small Business Innovation Research**
- ✓ **Women-owned Small Business Program**
- ✓ **HubZones**
- ✓ **HBCU and other Minority Institutions Program**
- ✓ **Veteran Owned Small Business Program**

<http://app.vetbiz.gov/>

<http://www.sba.gov/vets/procurement/procurement-pref.pdf>



Business Partner Network



The screenshot shows the homepage of the Business Partner Network (BPN). At the top, there is a banner featuring a collage of images of people in professional settings, the BPN logo, and the website address www.bpn.gov. Below the banner, a green circular navigation menu lists several links: "Go Directly To: Central Contractor Registration (CCR)", "Federal Agency Registration", "Online Representations and Certifications Application (ORCA)" (with sub-links for "Vendor" and "Public"), "Past Performance Information Retrieval System (PPIRS)", "Excluded Parties Listing System", and "EEO Pre-Award Clearance". To the right of this menu, text explains that the BPN is the single source for vendor data for the Federal Government and that the BPN is a search mechanism that provides unprecedented views into several key databases across Federal Agencies. Further down, a section titled "The Small Business Administration seeks your comments." contains a link to <http://www.sba.gov/size/part121sects.html>. This section also includes a link to <http://www.sba.gov/size/part121sects.html> and a link to <http://www.sba.gov/size/part121sects.html>. At the bottom of the page, there are links to "CCR", "FedBizOpps", "SBA", and "PPIRS PAST PERFORMANCE INFORMATION RETRIEVAL SYSTEM".



<http://www.bpn.gov>



Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
14	15	16	17	18	19
21	22	23	24	25	26
28	29	30	31		

FedReg

BINCS





Available Help - SBA



Offices Providing Assistance To Small Businesses For Defense Procurement

**Office of Small Business
Programs of the Department
of the Navy
Washington Navy Yard,
Building 36
720 Kennon St., SE
Washington, D.C. 20374-5015
Phone: (202) 685-6485
Fax: (202) 685-6865**

**Small Business Administration
New Orleans District Office
365 Canal St., Suite 2820
New Orleans, LA 70130
Phone: (504) 589-6685
<http://www.sba.gov/la/>**



Area DoD Small Business Representatives

Air Force

Small Business Specialist

**Phone: (318) 456-6940
DSN: 781-6940
Fax: (318) 456-2629**

Army

**SBA Representative
U.S. Army Corps of Engineers
7400 Leake Ave, Room 253
P.O. Box 60267
New Orleans, LA 70160-2067
Tel: (504) 862-2992
Fax: (202) 481-2930**



Area DoD Small Business Representatives

Navy

Director of Acquisition
Phone: 817-782-7086
Fax: 817-782-7680

Louisiana
Barksdale AFB
UIC: N62467J
ROICC Barksdale AFB
P.O. Box 655
Barksdale AFB, LA 71110-0655
PHONE: 318-456-2704
FAX: 318-456-2517

New Orleans

Marine Corps Regional
Contracting Office
UIC: M67861
Marine Forces Reserve
4400 Dauphine Street
New Orleans, LA 70146-5400
PHONE: 504-678-4382
DSN: 678-4382

Naval Support Activity
UIC: N62467K
ROICC New Orleans
Building 157
2300 General Meyer
Avenue
New Orleans, LA 70142-
5007
PHONE: 504-678-9082
FAX: 504-678-2631

Naval Air Station JRB
UIC: N00206
Contracting Officer, Code
N41S4
2300 General Meyer Ave.,
Bldg. 11
New Orleans, LA 70142-5007
PHONE: 504-678-2515
FAX: 504-678-2430



Area Procurement Technical Assistance Centers

DEPARTMENT OF DEFENSE

Procurement Technical Assistance Centers



The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). PTA Centers are a local resource available at no or nominal cost that can provide assistance to business firms in marketing products and services to the Federal, state and local governments.

- <http://www.lagpc.org> (Northwest Louisiana Center in Shreveport)
- <http://www.aptac-us.org/new>



Share Your Thoughts

Office of Small Business Programs of the Department of the Navy

**Washington Navy Yard, Building 36
720 Kennon St., SE**

**Washington, D.C. 20374-5015
Phone: (202) 685-6485
Fax: (202) 685-6865**

<http://www.donhq.navy.mil/osbp/>



Doing Business With The Navy

Web Sites to Remember...



www.acquisition.navy.mil

(site for this presentation)

www.acq.osd.mil/osbp

www.donhq.navy.mil/osb

www.gsa.gov

www.bpn.gov

www.sba.gov

www.fedbizzopps.gov



Doing Business With The Navy



Shreveport Sports



Shreveport Battlewings



Shreveport Mudbugs

**Thank
You**